

# Comparisons of Job Characteristics

**Focus Occupation:** Farm, Ranch, and Other Agricultural Managers (11-9011)

**Associated Occupation:** Purchasing Managers (11-3061)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 52

**Focus Occupation:** Farm, Ranch, and Other Agricultural Managers (11-9011)

**Associated Occupation:** Purchasing Managers (11-3061)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Administration and Management	8.4	16.4	15.0	0	Current knowledge level may be sufficient
Production and Processing	6.0	15.1	13.0	<	Expanded education and/or training may be required
Mathematics	9.2	13.6	12.9	0	Current knowledge level may be sufficient
Personnel and Human Resources	5.6	12.0	11.2	0	Current knowledge level may be sufficient
Law and Government	5.9	11.6	10.2	<	Expanded education and/or training may be required
Transportation	4.6	11.5	8.6	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	11.3	11.9	0	Current knowledge level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 85

**Focus Occupation:** Farm, Ranch, and Other Agricultural Managers (11-9011)

**Associated Occupation:** Purchasing Managers (11-3061)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Coordination	9.1	14.2	11.0	<<	Extensive development of skills in this area may be required
Negotiation	6.8	13.6	9.8	<<	Extensive development of skills in this area may be required
Persuasion	7.4	13.6	9.3	<<	Extensive development of skills in this area may be required

Management of Personnel Resources	6.9	13.3	11.6	<	A higher skill level may be required
Social Perceptiveness	9.1	13.0	10.7	<	A higher skill level may be required
Time Management	8.9	12.5	11.2	<	A higher skill level may be required
Management of Financial Resources	3.3	12.3	8.1	<<	Extensive development of skills in this area may be required
Management of Material Resources	3.7	10.4	7.9	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 93			
Focus Occupation: Farm, Ranch, and Other Agricultural Managers (11-9011) Associated Occupation: Purchasing Managers (11-3061)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Deductive Reasoning	10.6	13.6	11.4	<	Some improvement in abilities may be required
Written Expression	9.8	13.5	12.4	0	Current ability level may be sufficient
Speech Recognition	9.9	12.9	10.2	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	12.5	9.2	<<	Extensive improvement in abilities may be required
Category Flexibility	9.0	11.2	10.1	<	Some improvement in abilities may be required
Originality	7.6	11.1	9.2	<	Some improvement in abilities may be required
Mathematical Reasoning	6.3	10.1	7.0	<<	Extensive improvement in abilities may be required
Number Facility	6.3	10.1	8.5	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 74
Focus Occupation: Farm, Ranch, and Other Agricultural Managers (11-9011) Associated Occupation: Purchasing Managers (11-3061)		
Work Activities	Exclusivity of Activity	
Analyze market conditions	81	
Assign work to staff or employees	30	
Conduct or attend staff meetings	47	
Direct and coordinate activities of workers or staff	3	
Maintain records, reports, or files	5	

Negotiate business contracts	60
Order or purchase supplies, materials, or equipment	35
Oversee execution of organizational or program policies	49
Use inventory control procedures	70
Use knowledge of sales contracts	80

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 79

**Focus Occupation: Farm, Ranch, and Other Agricultural Managers (11-9011)**  
**Associated Occupation: Purchasing Managers (11-3061)**

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.